1985 Index—*Journal of Property Management*

Volume 50: January/February 1985 to November/December 1985

SUBJECT INDEX

ADVERTISING/PUBLIC RELATIONS

Selecting and Using a Public Relations Firm, Detman, M/J, p. 9.

APARTMENTS

An Alternative Approach to Tenant Organizations, Drewrey, N/D, p. 39.
Budget Cuts Play Havoc with Public Housing, Fitzgerald, "Viewpoint," N/D, p. 66.
The Criteria Sell for Leasing Apartments, LiVolsi, J/F, p. 52.
Defusing Tenant Complaints, Snyder-Ott, N/D, p. 48.
Giant Multifamily Communities—Management Realities, Harris, J/A, p. 47.
The Laundry Room's Hidden Profits, Miller, S/O, p. 9.
Low-Cost Tenant Programs, Phillips, N/D, p. 41.
The Management of Federally Subsidized Housing for Elderly Residents, Laing and Little, N/D, p. 9.
Multifamily Rentals Strong, *"JPM* News," J/A, p. 65.
New Television Options Can Be Profitable, Tosh and Meek, M/A, p. 19.
Rental Housing in the 1980s, by Anthony Downs, "Book Review," J/A, p. 67.
Syndicators Dominate Apartment Ownership, *"JPM* News," N/D, p. 5.
Tax-Exempt Bonds Vital for Apartments, *"JPM* News," M/J, p. 8.
See also Rents, Residential Property

ASK THE EXPERTS

Fine-Tuning Your Property Management Software, Hunter, N/D, p. 55.
Xenix and Unix Software, Hunter, M/A, p. 73.

BOOK REVIEW

Capitalization Theory and Techniques: Study Guide, by Charles B. Akerson, published by American Institute of Real Estate Appraisers, S/O, p. 77.
How to Run a Real Estate Office, by Dorothy R. Bates, published by Reston Publishing Co., S/O, p. 77.
Management Skills in Marketing, by Steven Morse, published by McGraw-Hill, M/J, p. 79.
Managing the Office Building, published by the Institute of Real Estate Management, N/D, p. 59.
Real Estate Law, by Robert Kratovil and Raymond J. Werner, published by Prentice-Hall, J/F, p. 76.
Real Estate Valuing, Counseling, Forecasting: Selected Writings of John Robert White, published by the American Institute of Real Estate Appraisers, M/A, p. 79.
Rental Housing in the 1980s, by Anthony Downs, published by The Brookings Institute, J/A, p. 67.
Shopping Center Development and Investment, by Mary Alice Hines, published by John Wiley & Sons, Inc. N/D, p. 59.
Shopping Center Parking: The Influence of Changing Car Sizes, published by the International Council of Shopping Centers, J/F, p. 76.
An Unbiased Guide to Personal Computers, by Bruce K. Kelley and Alan W. Cundall, published by John Hughes Publishing, J/A, p. 67.

BUDGETS

Budget Analysis as a Cash Management Tool, Burin, S/O, p. 35.

CASH MANAGEMENT

Budget Analysis as a Cash Management Tool, Burin, S/O, p. 35.
Profits from Cash Management, Muskopf, J/A, p. 13.

COMMERCIAL PROPERTY

Assuming Management of a Shopping Center, Muhlebach, J/F, p. 16.
Commercial Rehabilitation for Profit, Hoyer, S/O, p. 6.
Creating Value through Shopping Center Renovation, Bittman, S/O, p. 32.
The Disposal of Vacant Office Space, Yorke, M/A, p. 26.
Establishing Equitable Tenant Allowances, Hanlin, M/J, p. 30.
A Guide to the Readaptive Use of Existing Structures, Thomas, M/J, p. 20.
How to Reduce Business Interruption Following Catastrophic Property Loss, Blackmon, J/A, p. 22.
Intelligent Buildings: The Business Case, Cross, M/A, p. 6.
The Leasing Contract, Alexander, M/J, p. 6.
Managing the Office Building, "Book Review," N/D, p. 59.
Matching Amenities to Tenants, Brillman and Oliver, N/D, p. 6.
New Opportunities in Tenant Telecommunications Systems, Sinopoli, M/A, p. 22.
Office Lessee Decision-Making: An Empirical Analysis, Weaver, M/J, p. 14.
Office Market Records Set, *"JPM* News," N/D, p. 5.
The Open Office and Lease Negotiation, Rush and Sidor, M/A, p. 11.
Preleasing: It's Never Too Early, Schultz, N/D, p. 28.
Preparing for the Office of the Future, Hoyt, M/A, p. 10.
Selecting a Lease Index, Selling, M/J, p. 62.
Shopping Center Development and Investment, by Mary Alice Hines, "Book Review," N/D, p. 59.
Shopping Center Parking: The Influence of Changing Car Sizes, "Book Review," J/F, p. 76.
Shopping Centers Present Investment Opportunities, *"JPM* News," N/D, p. 21.
Smart Buildings Make Sense, Crosby, J/F, p. 19.
Space Planning: What Does It Really Cost?, Tyner, N/D, p. 25.
State-of-the-Art Building Restoration, Marlowe, "Operating Techniques and Products Bulletin," M/A, p. 39.
Tenant Security: An Increasing Responsibility for Managers, Ferguson, M/J, p. 55.
Trends in Information Technology, Cross, M/A, p. 8.

COMPUTER CORNER

Choosing a Management Software Program, Fichtl, J/A, p. 59.
Choosing Software for HUD Reporting Requirements, Middlebrook, M/J, p. 72.

Data Communications and the Property Management Professional, Heimerman, S/O, p. 63.
Design for a Trouble-Free Installation, Bell, J/F, p. 68.

COMPUTERS

Intelligent Buildings: The Business Case, Cross, M/A, p. 6.
Smart Buildings Make Sense, Crosby, J/F, p. 19.
An Unbiased Guide to Personal Computers, by Bruce K. Kelley and Alan W. Cundall, "Book Review," J/A, p. 67.
See also Ask the Experts, Computer Corner, *JPM*/Computers

COMPUTER SELECTION

An Unbiased Guide to Personal Computers, by Bruce K. Kelley and Alan W. Cundall, "Book Review," J/A, p. 67.
Buying a Computer for the Real World, Boykin, J/F, p. 64.
Data Communications and the Property Management Professional, Heimerman, S/O, p. 63.
Design for a Trouble-Free Installation, Bell, J/F, p. 68.
Microcomputer Implementation and Support Costs, Ash, J/F, p. 70.
Portable Computers: Small Boxes, Large Choices, Reed, J/A, p. 52.

CONDO CORNER

Association Involvement Ensures Sound Financing, Schneider, M/A, p. 75.
Security: Preventing Condo Association Liability, Dowden, J/F, p. 74.
See also Condominiums

CONDOMINIUMS

Condo Market Collapses, "*JPM* News," J/A, p. 19.
Enforcing Condominium Restrictions and Covenants, Harper and Holland, N/D, p. 18.
See also Condo Corner

ECONOMY

The Emerging Real Estate Economy, Hanford, J/F, p. 24.
Real Estate and the Economy in 1985: Playing the Waiting Game, Eaton, Kokus and Villani, J/F, p. 6.
Regional Economic Review, 1984-1985, IREM, J/F, p. 27.

EMPLOYEES

Behavior Traits and Management Tasks, N/D, p. 23.
Conducting Effective Performance Appraisals, Basile, N/D, p. 42.
Demand for Real Estate Executives Rises, "*JPM* News," J/A, p. 5.
Legal Liabilities for Leased Employees, Gallagher and Howe, "Legal Corner," M/A, p. 78.
Psychological Assessment: The Manager's Edge in Selecting Competent Employees, Barbakow and Clifford, N/D, p. 22.
Reducing Employee Health Benefit Costs, Betterley, J/A, p. 16.

INSURANCE INSIGHTS

Designing Your Property Insurance Program: Part I, Charron, M/J, p. 74.
Designing Your Property Insurance Program: Part II, Charron, S/O, p. 69.
Directors' and Officers' Liability Insurance, IREM, J/A, p. 66.
Insuring Construction Projects, Hohns and Wulfsberg, N/D, p. 67.

INVESTMENT CORNER

Wall Street and Real Estate, Mooney, N/D, p. 60.

***JPM*/COMPUTERS**

Buying a Computer for the Real World, Boykin, J/F, p. 64.
Computer News, J/F, p. 63; M/A, p. 63; M/J, p. 65; J/A, p. 51; S/O, p. 55; N/D, p. 50.
Computerized Market Research, LiVolsi, M/A, p. 64.
Computerizing Corporate Lease Management, MacEachron, N/D, p. 51.
Custom Software Contracts, Bernacchi, M/A, p. 68.
Cutting Costs with Computers, Major, J/A, p. 56.
Database Applications for Asset and Property Management, Furbush, M/J, p. 69.
Harnessing Graphics for Property Management, O'Connor, S/O, p. 56.
Making Computers More Productive through Networking, Stieglitz, M/J, p. 66.
Microcomputer Implementation and Support Costs, Ash, J/F, p. 70.
New Developments, J/F, p. 71; M/A, p. 74; M/J, p. 73; J/A, p. 60; S/O, p. 65.
Photographing Business Graphics for Presentations, Lightfoot, S/O, p. 60.
Portable Computers: Small Boxes, Large Choices, Reed, J/A, p. 52.
Using Spreadsheets to Promote Income Properties, Fleisher, N/D, p. 53.
See also Ask the Experts, Computer Corner, Computers

***JPM* NEWS**

Condo Market Collapses, J/A, p. 19.
Demand for Real Estate Executives Rises, J/A, p. 5.
Energy Costs Are Most Pressing Problems, M/J, p. 5.
"Hidden" Renovation/Rehab Market Gains Prominence, M/J, p. 31.
Higher Rents Due to Energy Costs, S/O, p. 47.
Historic Projects Use Less Private Funds, J/A, p. 5.
Housing Starts to Decline 11.1 Percent in 1985, M/J, p. 5.
Impact of Concessions on Real Estate Investments, M/J, p. 8.
IREM Honors Its Authors in Jamaica, M/A, p. 5.
IREM Past President Receives Prestigious Industry Award, J/F, p. 5.
IREM's 1985 National Officers, J/F, p. 5.
Leaky Roofs, Ventilation Problems Plague Owners, S/O, p. 5.
Lower Interest Fails to Spur Housing Market, M/J, p. 5.
Mandatory Cable Access Defeated, J/F, p. 18.
Multifamily Rentals Strong, J/A, p. 65.
Office Market Records Set, N/D, p. 5.
Pension Funds Seek Real Estate Equity, M/J, p. 31.
Private Syndications Double the Size of Public Markets, M/J, p. 5.
S&Ls First Source of Development Financing, N/D, p. 5.
Self-Storage Property Value Rises, J/A, p. 5.
Shopping Centers Present Investment Opportunities, N/D, p. 21.
Syndicators Dominate Apartment Ownership, N/D, p. 5.
Tax-Exempt Bonds Vital for Apartments, M/J, p. 8.
Telecom Deregulation: A Boon for Developers?, M/J, p. 75.
A "Vintage Year" for Real Estate, S/O, p. 5.

LEASES

Computerizing Corporate Lease Management, MacEachron, N/D, p. 51.
The Leasing Contract, Alexander, M/J, p. 6.
The Open Office and Lease Negotiation, Rush and Sidor, M/A, p. 11.
Preleasing: It's Never Too Early, Schultz, N/D, p. 28.
Selecting a Lease Index, Selling, M/J, p. 62.

LEGAL

Custom Software Contracts, Bernacchi, M/A, p. 64.
Enforcing Condominium Restrictions and Covenants, Harper and Holland, N/D, p. 18.
Evaluating Real Estate Limited Partnerships, Barton, S/O, p. 20.
The Leasing Contract, Alexander, M/J, p. 6.
Real Estate Law, by Robert Kratovil and Raymond J. Werner, "Book Review," J/F, p. 76.
See also Legal Corner

LEGAL CORNER

Avoiding Liability for Projections, Levine, S/O, p. 67.
Changes in the Bankruptcy Law, Reynolds, J/A, p. 63.
Declining Regulation Spurs Multifamily Growth, Murphy, J/F, p. 72.

Legal Liabilities for Leased Employees, Gallagher and Howe, M/A, p. 78.
Management During a Boycott, Murphy, M/J, p. 76.
Warranty of Habitability and Landlord-Tenant Law, Murphy, N/D, p. 57.
See also Legal

MAINTENANCE

Leaky Roofs, Ventilation Problems Plague Owners, *"JPM* News," S/O, p. 5.
Lighting as a Profit Source, Donaldson, S/O, p. 48.
Maintenance Management for Single-Family Rentals, McComas, Moorehead and Tutor, M/J, p. 59.
Planning and Planting for Effective Maintenance, Johnston, M/A, p. 59.
Total Maintenance Means Attention to Detail, Gallagher, S/O, p. 16.
See also Operating Techniques and Products Bulletin, Roofing

MANAGEMENT OFFICE

Buying and Selling a Property Management Business, Cook, J/A, p. 6.
How to Run a Real Estate Office, by Dorothy R. Bates, "Book Review," S/O, p. 77.
Valuing Your Business to Save Taxes, Blackman, J/A, p. 7.

MARKETING

Computerized Market Research, LiVolsi, M/A, p. 64.
The Criteria Sell for Leasing Apartments, LiVolsi, J/F, p. 52.
The Disposal of Vacant Office Space, Yorke, M/A, p. 26.
Management Skills in Marketing, by Steven Morse, "Book Review," M/J, p. 79.
Market Research: A Key to Planning, Ragland, M/J, p. 25.
Matching Amenities to Tenants, Brillman and Oliver, N/D, p. 6.
Office Lessee Decision-Making: An Empirical Analysis, Weaver, M/J, p. 14.
The Open Office and Lease Negotiation, Rush and Sidor, M/A, p. 11.
Positioning Your Management Firm, McManus, M/J, p. 26.
Preleasing: It's Never Too Early, Schultz, N/D, p. 28.
Strategies for Making Rent Concessions, Elam, N/D, p. 20.
Using Spreadsheets to Promote Income Properties, Fleisher, N/D, p. 53.

MOBILE HOMES

The Challenge of Mobile Home Management, Goebel, J/A, p. 20.

NEGOTIATION

The Art of Negotiating, Nierenberg, *"JPM* Interview," M/J, p. 17.

NEW PRODUCTS AND PUBLICATIONS

Association Security: Selecting the Contractor, M/J, p. 81.
Automation System for Small Buildings, S/O, p. 76.
Bird Repellent, J/A, p. 68.
Card Access Security System, M/J, p. 80.
Computerized Dryer, J/A, p. 69.
Cooling System, M/J, p. 80.
Cost Data for Landscape Construction 1985, J/A, p. 69.
Custom HVAC Program, M/J, p. 80.
Directory Boards, S/O, p. 76.
Door Protectors, S/O, p. 76.
Energy Meter, N/D, p. 68.
Energy Submetering System, M/A, p. 81.
Executive Report on Intelligent Buildings and Information Systems, M/A, p. 81.
Flame Resistant Mattress, M/J, p. 80.
Floor Polisher, M/J, p. 80.
Fluorescent Lighting, S/O, p. 76.
Geometric Tables, S/O, p. 76.
Guidance for Controlling Friable Asbestos-Containing Materials in Buildings, M/J, p. 81.
Guide to Real Estate Capital Markets, M/A, p. 81.
Hand-Drier, N/D, p. 69.
Heat Recovery Unit, J/A, p. 68.
Ice Melter, N/D, p. 69.
Infrared Testing Service, M/A, p. 81.
Insulating Window System, N/D, p. 69.
International Property Bulletin, J/F, p. 77.
Kitchen Appliances, M/J, p. 80.
Leases and the Bankruptcy Process, J/A, p. 69.
Magnetic Energy Saver, M/A, p. 80.
Magnetic Storm Window, J/F, p. 77.
The Master Catalog of HVAC/R Products, S/O, p. 77.
Microwave Oven, N/D, p. 68.
Mini-Copier, M/A, p. 81.
1985 Randustrial Maintenance Catalog, J/F, p. 77.
Paper Shredder, M/A, p. 80.
Playground Equipment, M/J, p. 81.
Pool Dehumidifier, J/A, p. 68.
Programmable Thermostat, J/A, p. 68.
Programmed Custom Maintenance, J/A, p. 68.
Real Estate Tax Planning Newsletter, M/J, p. 81.
Roof Insulation, M/J, p. 81; S/O, p. 76.
Roofing System, N/D, p. 68.
Rust and Old Paint Descaling Devices, J/A, p. 69.
Security Lighting System, J/A, p. 68.
Single-Ply Roof System, J/A, p. 69.
Skyroofs, J/F, p. 77.
Stairwell Safety Treads, S/O, p. 76.
Telephone Entry System, N/D, p. 69.
Thermal Insulation, M/A, p. 80.
Turf Grooming Accessories, S/O, p. 76.
Turf Regulator, M/J, p. 81.
Vacuum, N/D, p. 68.
Wall Covering, M/J, p. 81.
Water Microfiltration System, N/D, p. 69.
Waterproofing Membrane, J/F, p. 77.
Wheelchair Ramp, M/A, p. 80.
Window Cleaning Solution, J/A, p. 68.

OFFICE BUILDINGS

Managing the Office Building, "Book Review," N/D, p. 59.
Office Lessee Decision-Making: An Empirical Analysis, Weaver, M/J, p. 14.
Preparing for the Office of the Future, Hoyt, M/A, p. 10.
See also Commercial Property

OPERATING TECHNIQUES AND PRODUCTS BULLETIN

Analyzing Parking Garage Repair, Johanson, J/F, p. 39.
Developing a Carpet Maintenance Program, Bauroth, S/O, p. 41.
Identifying and Resolving Asbestos Problems, Brittendall, M/J, p. 41.
The Maintainable Roof, Lewis, N/D, p. 35.
Planning Can Avoid Added Repairs: A Case Study, J/F, p. 39.
State-of-the-Art Building Restoration, Marlowe, M/A, p. 39.
Window Selection: The Problems and Promise of Glass, Miller, J/A, p. 35.

PARTNERSHIPS

Evaluating Real Estate Limited Partnerships, Barton, S/O, p. 20.

PRESIDENT'S LETTER

Budgeting: An Indispensable Tool for Management, Harris, J/A, p. 4.
Communication Is the Key, Harris, N/D, p. 4.
Forecasting–Plan or Guesswork, Harris, J/F, p. 4.
In Celebration of the On-Site Manager, Harris, M/J, p. 4.
The Manager's Role in Enhancing Property Value, Harris, S/O, p. 4.
Technology Is No Replacement for People, Harris, M/A, p. 4.

RENOVATION

Commercial Rehabilitation for Profit, Hoyer, S/O, p. 6.
Creating Value through Shopping Center Renovation, Bittman, S/O, p. 32.

A Guide to the Readaptive Use of Existing Structures, Thomas, M/J, p. 20.
"Hidden" Renovation/Rehab Market Gains Prominence, *"JPM* News," M/J, p. 31.
Historic Projects Use Less Private Funds, *"JPM* News," J/A, p. 5.
State-of-the-Art Building Restoration, Marlowe, "Operating Techniques and Products Bulletin," M/A, p. 39.

RENTS

Are Percentage Rents Meaningful for Analyzing Retail Sales?, Alexander, J/F, p. 22.
Establishing Equitable Tenant Allowances, Hanlin, M/J, p. 30.
Higher Rents Due to Energy Costs, *"JPM* News," S/O, p. 47.
Impact of Concessions on Real Estate Investments, *"JPM* News," M/J, p. 8.
Multifamily Rentals Strong, *"JPM* News," J/A, p. 65.
Strategies for Making Rent Concessions, Elam, N/D, p. 20.

RESIDENTIAL PROPERTY

Condo Market Collapses, *"JPM* News," J/A, p. 19.
Lower Interest Fails to Spur Housing Market, *"JPM* News," M/J, p. 5.
Mandatory Cable Access Defeated, *"JPM* News," J/F, p. 18.
Starrett City: A Case Study in Integration, Rosenburg, M/A, p. 14.
The Management of Federally Subsidized Housing for Elderly Residents, Laing and Little, N/D, p. 9.
See also Apartments, Condominiums, Rents

ROOFING

Leaky Roofs, Ventilation Problems Plague Owners, *"JPM* News," S/O, p. 5.
The Maintainable Roof, Lewis, "Operating Techniques and Products Bulletin," N/D, p. 35.

SHOPPING CENTERS

Assuming Management of a Shopping Center, Muhlebach, J/F, p. 16.
Shopping Center Development and Investment, by Mary Alice Hines, "Book Review," N/D, p. 59.
Shopping Center Parking: The Influence of Changing Car Sizes, "Book Review," J/F, p. 76.
Shopping Centers Present Investment Opportunities, *"JPM* News," N/D, p. 21.
See also Commercial Property

SOFTWARE

Choosing a Management Software Program, Fichtl, J/A, p. 59.
Choosing Software for HUD Reporting Requirements, Middlebrook, M/J, p. 72.
Custom Software Contracts, Bernacchi, M/A, p. 68.
Fine-Tuning Your Property Management Software, Hunter, "Ask the Experts," N/D, p. 55.
Harnessing Graphics for Property Management, O'Connor, S/O, p. 56.
Xenix and Unix Software, Hunter, "Ask the Experts," M/A, p. 73.

SPACE PLANNING

The Open Office and Lease Negotiation, Rush and Sidor, M/A, p. 11.
Preparing for the Office of the Future, Hoyt, M/A, p. 10.
Space Planning: What Does It Really Cost?, Tyner, N/D, p. 25.

SUBSIDIZED HOUSING

Budget Cuts Play Havoc with Public Housing, Fitzgerald, "Viewpoint," N/D, p. 66.
Choosing Software for HUD Reporting Requirements, Middlebrook, M/J, p. 72.
Low-Cost Tenant Programs, Phillips, N/D, p. 41.
The Management of Federally Subsidized Housing for Elderly Residents, Laing and Little, N/D, p. 9.
Starrett City: A Case Study in Integration, Rosenburg, M/A, p. 14.

TAXES

The Property Manager's Role in Property Tax Appeals, DeLisle, S/O, p. 45.
Real Estate and the 1984 Tax Reform Act, Brodie, J/F, p. 13.
Tax-Exempt Bonds Vital for Apartments, *"JPM* News," M/J, p. 8.
Tax Reform, "Viewpoint," Magnuson, S/O, p. 70.
Valuing Your Business to Save Taxes, Blackman, J/A, p. 7.
See also Tax Corner

TAX CORNER

Certified Historic Rehabilitations, Shulman, M/A, p. 76.
The Reagan Proposal for a Modified Flat Tax, Brodie, S/O, p. 74.
Tax Deductions for Disabled Access, Moakley, M/J, p. 77.
See also Taxes

TELECOMMUNICATIONS

Intelligent Buildings: The Business Case, Cross, M/A, p. 8.
New Opportunities in Tenant Telecommunications Systems, Sinopoli, M/A, p. 22.
Smart Buildings Make Sense, Crosby, J/F, p. 19.
Telecom Deregulation: A Boon for Developers?, *"JPM* News," M/J, p. 75.
Trends in Information Technology, Cross, M/A, p. 8.

VIEWPOINT

Budget Cuts Play Havoc with Public Housing, Fitzgerald, N/D, p. 66.
The Property Manager in the 1980s, Wilson, J/A, p. 62.
Tax Reform, Magnuson, S/O, p. 70.

TITLE INDEX

A An Alternative Approach to Tenant Organizations, Drewrey, N/D, p. 39.
Analyzing Parking Garage Repair, Johanson, "Operating Techniques and Products Bulletin," J/F, p. 39.
Are Percentage Rents Meaningful for Analyzing Retail Sales?, Alexander, J/F, p. 22.
The Art of Negotiating, Nierenberg, *"JPM* Interview," M/J, p. 17.
Association Involvement Ensures Sound Financing, Schneider, "Condo Corner," M/A, p. 75.
Assuming Management of a Shopping Center, Muhlebach, J/F, p. 16.
Avoiding Liability for Projections, Levine, "Legal Corner," S/O, p. 67.

B Behavior Traits and Management Tasks, N/D, p. 23.
Budget Analysis as a Cash Management Tool, Burin, S/O, p. 35.
Budget Cuts Play Havoc with Public Housing, Fitzgerald, "Viewpoint," N/D, p. 66.
Budgeting: An Indispensable Tool for Management, Harris, "President's Letter," J/A, p. 4.
Buying a Computer for the Real World, Boykin, J/F, p. 64.
Buying and Selling a Property Management Business, Cook, J/A, p. 6.

C *Capitalization Theory and Techniques: Study Guide*, by Charles B. Akerson, "Book Review," S/O, p. 77.

Certified Historic Rehabilitations, Shulman, "Tax Corner," M/A, p. 76.
The Challenge of Mobile Home Management, Goebel, J/A, p. 20.
Changes in the Bankruptcy Law, Reynolds, J/A, p. 63.
Choosing a Management Software Program, Fichtl, J/A, p. 59.
Commercial Rehabilitation for Profit, Hoyer, S/O, p. 6.
Choosing Software for HUD Reporting Requirements, Middlebrook, "Computer Corner," M/J, p. 72.
Communication Is the Key, Harris, "President's Letter," N/D, p. 4.
Computer News, J/F, p. 63; M/A, p. 63; M/J, p. 65; J/A, p. 51; S/O, p. 55; N/D, p. 50.
Computerized Market Research, LiVolsi, M/A, p. 64.
Computerizing Corporate Lease Management, MacEachron, N/D, p. 51.
Condo Market Collapses, "*JPM* News," J/A, p. 19.
Conducting Effective Performance Appraisals, Basile, N/D, p. 42.
Creating Value through Shopping Center Renovation, Bittman, S/O, p. 32.
The Criteria Sell for Leasing Apartments, LiVolsi, J/F, p. 52.
Custom Software Contracts, Bernacchi, M/A, p. 68.
Cutting Costs with Computers, Major, J/A, p. 56.

D
Data Communications and the Property Management Professional, Heimerman, S/O, p. 63.
Database Applications for Asset and Property Management, Furbush, M/J, p. 69.
Declining Regulation Spurs Multifamily Growth, Murphy, "Legal Corner, "J/F, p. 72.
Defusing Tenant Complaints, Snyder-Ott, N/D, p. 48.
Demand for Real Estate Executives Rises, "*JPM* News," J/A, p. 5.
Design for a Trouble-Free Installation, Bell, J/F, p. 68.
Designing Your Property Insurance Program: Part I, Charron, "Insurance Insights," M/J, p. 74.
Designing Your Property Insurance Program: Part II, Charron, "Insurance Insights," S/O, p. 69.
Developing a Carpet Maintenance Program, Bauroth, "Operating Techniques and Products Bulletin," S/O, p. 41.
Directors' and Officers' Liability Insurance, "Insurance Insights," J/A, p. 66.
The Disposal of Vacant Office Space, Yorke, M/A, p. 26.

E
The Emerging Real Estate Economy, Hanford, J/F, p. 24.
Energy Costs Are Most Pressing Problems, "*JPM* News," M/J, p. 5.
Enforcing Condominium Restrictions and Covenants, Harper and Holland, N/D, p. 18.
Establishing Equitable Tenant Allowances, Hanlin, M/J, p. 30.
Evaluating Real Estate Limited Partnerships, Barton, S/O, p. 20.

F
Fine-Tuning Your Property Management Software, Hunter, "Ask the Experts," N/D, p. 55.
Forecasting–Plan or Guesswork, Harris, "President's Letter," J/F, p. 4.

G
Giant Multifamily Communities–Management Realities, Harris, J/A, p. 47.
A Guide to the Readaptive Use of Existing Structures, Thomas, M/J, p. 20.

H
Harnessing Graphics for Property Management, O'Connor, S/O, p. 56.
"Hidden" Renovation/Rehab Market Gains Prominence, "*JPM* News," M/J, p. 31.
Higher Rents Due to Energy Costs, "*JPM* News," S/O, p. 47.
Historic Projects Use Less Private Funds, "*JPM* News," J/A, p. 5.
Housing Starts to Decline 11.1 Percent in 1985, "*JPM* News," M/J, p. 5.
How to Reduce Business Interruption Following Catastrophic Property Loss, Blackmon, J/A, p. 22.
How to Run a Real Estate Office, by Dorothy R. Bates, "Book Review," S/O, p. 77.

I
Identifying and Resolving Asbestos Problems, Brittendall, "Operating Techniques and Products Bulletin," M/J, p. 41.
Impact of Concessions on Real Estate Investments, "*JPM* News," M/J, p. 8.
In Celebration of the On-Site Manager, Harris, "President's Letter," M/J, p. 4.
Insuring Construction Projects, Hohns and Wulfsberg, "Insurance Insights," N/D, p. 67.
Intelligent Buildings: The Business Case, Cross, M/A, p. 6.
IREM Honors Its Authors in Jamaica, "*JPM* News," M/A, p. 5.
IREM Past President Receives Prestigious Industry Award, "*JPM* News," J/F, p. 5.
IREM's 1985 National Officers, "*JPM* News," J/F, p. 5.

L
The Laundry Room's Hidden Profits, Miller, S/O, p. 9.
Leaky Roofs, Ventilation Problems Plague Owners, "*JPM* News," S/O, p. 5.
The Leasing Contract, Alexander, M/J, p. 6.
Legal Liabilities for Leased Employees, Gallagher and Howe, "Legal Corner," M/A, p. 78.
Lighting as a Profit Source, Donaldson, S/O, p. 48.
Low-Cost Tenant Programs, Phillips, N/D, p. 41.
Lower Interest Fails to Spur Housing Market, "*JPM* News," M/J, p. 5.

M
The Maintainable Roof, Lewis, "Operating Techniques and Products Bulletin," N/D, p. 35.
Maintenance Management for Single-Family Rentals, McComas, Moorhead, and Tutor, M/J, p. 59.
Making Computers More Productive through Networking, Stieglitz, M/J, p. 66.
Management During a Boycott, Murphy, "Legal Corner," M/J, p. 76.
The Management of Federally Subsidized Housing for Elderly Residents, Laing and Little, N/D, p. 9.
Management Skills in Marketing, by Steven Morse, "Book Review," M/J, p. 79.
The Manager's Role in Enhancing Property Value, Harris, "President's Letter," S/O, p. 4.
Managing the Office Building, "Book Review," N/D, p. 59.
Mandatory Cable Access Defeated, "*JPM* News," J/F, p. 18.
Market Research: A Key to Planning, Ragland, M/J, p. 25.
Matching Amenities to Tenants, Brillman and Oliver, N/D, p. 6.
Microcomputer Implementation and Support Costs, Ash, J/F, p. 70.
Multifamily Rentals Strong, "*JPM* News," J/A, p. 65.

N
New Developments (Computers), J/F, p. 71; M/A, p. 74; M/J, p. 73, J/A; 60; S/O, p. 65.
New Opportunities in Tenant Telecommunications Systems, Sinopoli, M/A, p. 22.
New Television Options Can Be Profitable, Meek and Tosh, M/A, p. 19.

O
Office Lessee Decision-Making: An Empirical Analysis, Weaver, M/J, p. 14.
Office Market Records Set, "*JPM* News," N/D, p. 5.
The Open Office and Lease Negotiation, Rush and Sidor, M/A, p. 11.

P
Pension Funds Seek Real Estate Equity, "*JPM* News," M/J, p. 31.
Photographing Business Graphics for Presentations, Lightfoot, S/O, p. 60.
Planning Can Avoid Added Repairs: A Case Study, "Operating Techniques and Products Bulletin," J/F, p. 39.
Planning and Planting for Effective Maintenance, Johnston, M/A, p. 59.
Portable Computers: Small Boxes, Large Choices, Reed, J/A, p. 52.
Positioning Your Management Firm, McManus, M/J, p. 26.
Preleasing: It's Never Too Early, Schultz, N/D, p. 28.
Preparing for the Office of the Future, Hoyt, M/A, p. 10.

Private Syndications Double the Size of Public Markets, "*JPM* News," M/J, p. 5.
Profits from Cash Management, Muskopf, J/A, p. 13.
The Property Manager in the 1980s, Wilson, "Viewpoint," J/A, p. 62.
The Property Manager's Role in Property Tax Appeals, DeLisle, S/O, p. 45.
Psychological Assessment: The Manager's Edge in Selecting Competent Employees, Barbakow and Clifford, N/D, p. 22.

R The Reagan Proposal for a Modified Flat Tax, Brodie, "Tax Corner," S/O, p. 74.
Real Estate and the 1984 Tax Reform Act, Brodie, J/F, p. 13.
Real Estate and the Economy in 1985: Playing the Waiting Game, Eaton, Kokus, and Villani, J/F, p. 6.
Real Estate Law, by Robert Kratovil and Raymond J. Werner, "Book Review," J/F, p. 76.
Real Estate Valuing, Counseling, Forecasting: Selected Writings of John Robert White, "Book Review," M/A, p. 79.
Reducing Employee Health Benefit Costs, Betterley, J/A, p. 16.
Regional Economic Review, 1984–1985, IREM Regional Vice Presidents, J/F, p. 27.
Rental Housing in the 1980s, by Anthony Downs, "Book Review," J/A, p. 67.

S S&Ls First Source of Development Financing, "*JPM* News," N/D, p. 5.
Security: Preventing Condo Association Liability, "Condo Corner," Dowden, J/F, p. 74.
Selecting a Lease Index, Selling, M/J, p. 62.
Selecting and Using a Public Relations Firm, Detman, M/J, p. 9.
Self-Storage Property Value Rises, "*JPM* News," J/A, p. 5.
Shopping Center Development and Investment, by Mary Alice Hines, "Book Review," N/D, p. 59.
Shopping Center Parking: The Influence of Changing Car Sizes, "Book Review," J/F, p. 76.
Shopping Centers Present Investment Opportunities, "*JPM* News," N/D, p. 21.
Smart Buildings Make Sense, Crosby, J/F, p. 19.
Space Planning: What Does it Really Cost?, Tyner, N/D, p. 25.
Starrett City: A Case Study in Integration, Rosenburg, M/A, p. 14.
State-of-the-Art Building Restoration, Marlowe, "Operating Techniques and Products Bulletin," M/A, p. 39.
Strategies for Making Rent Concessions, Elam, N/D, p. 20.
Syndicators Dominate Apartment Ownership, "*JPM* News," N/D, p. 5.

T Tax Deductions for Disabled Access, Moakley, "Tax Corner," M/J, p. 77.
Tax-Exempt Bonds Vital for Apartments, "*JPM* News," M/J, p. 8.
Tax Reform, Magnuson, "Viewpoint," S/O, p. 70.
Technology Is No Replacement for People, Harris, "President's Letter," M/A, p. 4.
Telecom Deregulation: A Boon for Developers?, "*JPM* News," M/J, p. 75.
Tenant Security: An Increasing Responsibility for Managers, Ferguson, M/J, p. 55.
Total Maintenance Means Attention to Detail, Gallagher, S/O, p. 16.
Trends in Information Technology, Cross, M/A, p. 8.

U *An Unbiased Guide to Personal Computers* by Bruce K. Kelley and Alan W. Cundall, "Book Review," J/A, p. 67.
Using Spreadsheets to Promote Income Properties, Fleisher, N/D, p. 53.

V Valuing Your Business to Save Taxes, Blackman, J/A, p. 7.
A "Vintage Year" for Real Estate, "*JPM* News," S/O, p. 5.

W Wall Street and Real Estate, Mooney, "Investment Corner," N/D, p. 60.
Warranty of Habitability and Landlord-Tenant Law, "Legal Corner," Murphy, N/D, p. 57.
Window Selection: The Problems and Promise of Glass, Miller, "Operating Techniques and Products Bulletin," J/A, p. 35.

X Xenix and Unix Software, Hunter, "Ask the Experts," M/A, p. 73.

AUTHOR INDEX

A Alexander, Alan A., Are Percentage Rents Meaningful for Analyzing Retail Sales?, J/F, p. 22; The Leasing Contract, M/J, p. 6.
Ash, Martha Harman, Microcomputer Implementation and Support Costs, J/F, p. 70.

B Barbakow, Dennis, with J. Stephen Clifford, Psychological Assessment: The Manager's Edge in Selecting Competent Employees, N/D, p. 22.
Barton, Stanley, Evaluating Real Estate Limited Partnerships, S/O, p. 20.
Basile, Frank, Conducting Effective Performance Appraisals, N/D, p. 42.
Bauroth, Harry, Developing a Carpet Maintenance Program, "Operating Techniques and Products Bulletin," S/O, p. 41.
Bell, Frank, Design for a Trouble-Free Installation, "Computer Corner," J/F, p. 68.
Bernacchi, Richard, Custom Software Contracts, M/A, p. 68.
Betterley, Richard, Reducing Employee Health Benefit Costs, J/A, p. 16.
Bittman, Kevin, Creating Value through Shopping Center Renovation, S/O, p. 32.
Blackman, Irving, Valuing Your Business to Save Taxes, J/A, p. 7.
Blackmon, Greg, How to Reduce Business Interruption Following Catastrophic Property Loss, J/A, p. 22.
Boykin, John, Buying a Computer for the Real World, J/F, p. 64.
Brillman, J. Linn, with Peter R. Oliver, Matching Amenities to Tenants, N/D, p. 6.
Brittendall, Gerald, Identifying and Resolving Asbestos Problems, "Operating Techniques and Products Bulletin," M/J, p. 41.
Brodie, Ronald, Real Estate and the 1984 Tax Reform Act, J/F, p. 13; The Reagan Proposal for a Modified Flat Tax, "Tax Corner," S/O, p. 74.
Burin, Jerry, Budget Analysis as a Cash Management Tool, S/O, p. 35.

C Charron, Mark P., Designing Your Property Insurance Program: Part I, "Insurance Insights," M/J, p. 74; Designing Your Property Insurance Program: Part II, "Insurance Insights," S/O, p. 69.
Clifford, J. Stephen, with Dennis Barbakow, Psychological Assessment: The Manager's Edge in Selecting Competent Employees, N/D, p. 22.
Cook, James, J., Buying and Selling a Property Management Business, J/A, p. 6.
Crosby, John, Smart Buildings Make Sense, J/F, p. 19.
Cross, Thomas B., Intelligent Buildings: The Business Case, M/A, p. 6; Trends in Information Technology, M/A, p. 8.

D DeLisle, James R., The Property Manager's Role in Property Tax Appeals, S/O, p. 45.
Detman, Art, Jr., Selecting and Using a Public Relations Firm, M/J, p. 9.

Donaldson, Walter R., Lighting as a Profit Source, S/O, p. 48.
Dowden, C. James, Security: Preventing Condo Association Liability, "Condo Corner," J/F, p. 74.
Drewrey, Frances, An Alternative Approach to Tenant Organizations, N/D, p. 39.

E Eaton, Robert E., with John Kokus and Kevin Villani, Real Estate and the Economy in 1985: Playing the Waiting Game, J/F, p. 6.
Elam, William, III, Strategies for Making Rent Concessions, N/D, p. 20.

F Ferguson, Jerry T., with Pat G. Ferguson, Tenant Security: An Increasing Responsibility for Managers, M/J, p. 55.
Ferguson, Pat G., with Jerry T. Ferguson, Tenant Security: An Increasing Responsibility for Managers, M/J, p. 55.
Fichtl, Darrell, Choosing a Management Software Program, "Computer Corner," J/A, p. 59.
Fitzgerald, Robert J., Budget Cuts Play Havoc with Public Housing, "Viewpoint," N/D, p. 66.
Fleisher, Stewart, Using Spreadsheets to Promote Income Properties, N/D, p. 53.
Furbush, Donald M., Database Applications for Asset and Property Management, M/J, p. 69.

G Gallagher, John N., Total Maintenance Means Attention to Detail, S/O, p. 16.
Gallagher, Lawrence L., with Jonathon T. Howe, Legal Liabilities for Leased Employees, "Legal Corner," M/A, p. 78.
Goebel, Thomas, The Challenge of Mobile Home Management, J/A, p. 20.

H Hanford, Lloyd D., The Emerging Real Estate Economy, J/F, p. 24.
Hanlin, Roy, Establishing Equitable Tenant Allowances, M/J, p. 30.
Harper, Thomas D., with Barbara Lee Holland, Enforcing Condominium Restrictions and Covenants, N/D, p. 18.
Harris, R. Lee, Giant Multifamily Communities–Management Realities, J/A, p. 47.
Harris, Ronald A., Budgeting: An Indispensable Tool for Management, "President's Letter," J/A, p. 4; Communication Is the Key, "President's Letter," N/D, p. 4; Forecasting—Plan or Guesswork, "President's Letter," J/F, p. 4; In Celebration of the On-Site Manager, "President's Letter," M/J, p. 4; The Manager's Role in Enhancing Property Value, "President's Letter," S/O, p. 4; Technology Is No Replacement for People, "President's Letter," M/A, p. 4.
Heimerman, Tom, Data Communications and the Property Management Professional, "Computer Corner," S/O, p. 63.
Hohns, H. Murray, with H. James Wulfsberg, Insuring Construction Projects, "Insurance Insights," N/D, p. 67.
Holland, Barbara Lee, with Thomas D. Harper, Enforcing Condominium Restrictions and Covenants, N/D, p. 18.
Howe, Jonathon T., with Lawrence L. Gallagher, Legal Liabilities for Leased Employees, "Legal Corner," M/A, p. 78.
Hoyer, John E., Commercial Rehabilitation for Profit, S/O, p. 6.
Hoyt, Leeza L., Preparing for the Office of the Future, M/A, p. 10.
Hunter, Frederick, Xenix and Unix Software, "Ask the Experts," M/A, p. 73; Fine-Tuning Your Property Software, "Ask the Experts," N/D, p. 55.

J Johanson, Stephen A., Analyzing Parking Garage Repair, "Operating Techniques and Products Bulletin," J/F, p. 39.
Johnston, Edward W., Planning and Planting for Effective Maintenance, M/A, p. 59.

K Kokus, John, Jr., with Robert E. Eaton and Kevin E. Villani, Real Estate and the Economy in 1985: Playing the Waiting Game, J/F, p. 6.

L Laing, Susan, with Linda F. Little, The Management of Federally Subsidized Housing for Elderly Residents, N/D, p. 9.
Levine, Mark Lee, Avoiding Liability for Projections, "Legal Corner," S/O, p. 67.
Lewis, Heydon Z., Dr., The Maintainable Roof, "Operating Techniques and Products Bulletin," N/D, p. 35.
LiVolsi, Robert F., The Criteria Sell for Leasing Apartments, J/F, p. 52; Computerized Market Research, M/A, p. 64.
Lightfoot, Robert, III, Photographing Business Graphics for Presentations, S/O, p. 60.
Little, Linda F., with Susan Laing, The Management of Federally Subsidized Housing for Elderly Residents, N/D, p. 9.

M MacEachron, John D., Computerizing Corporate Lease Management, N/D, p. 51.
Major, Michael J., Cutting Costs with Computers, J/A, p. 56.
Marlowe, Brian, State-of-the-Art Building Restoration, "Operating Techniques and Products Bulletin," M/A, p. 39.
McComas, Bruce, with Tom Moorhead and Ralph K. Tutor, Maintenance Management for Single-Family Rentals, M/J, p. 59.
McManus, Karen, Positioning Your Management Firm, M/J, p. 26.
Magnuson, John W., Tax Reform, "Viewpoint," S/O, p. 70.
Meek, Ed, with Dennis S. Tosh, New Television Options Can Be Profitable, M/A, p. 19.
Middlebrook, David, Choosing Software for HUD Reporting Requirements, "Computer Corner," M/J, p. 72.
Miller, E. Robert, The Laundry Room's Hidden Profits, S/O, p. 9.
Miller, John, Window Selection: The Problems and Promise of Glass, "Operating Techniques and Products Bulletin," J/A, p. 35.
Moakley, Terence J., Tax Deductions for Disabled Access, "Tax Corner," M/J, p. 77.
Mooney, James L., Wall Street and Real Estate, N/D, p. 60.
Moorehead, Tom, with Bruce McComas and Ralph K. Tutor, Maintenance Management for Single-Family Rentals, M/J, p. 59.
Muhlebach, Richard F., Assuming Management of a Shopping Center, J/F, p. 16.
Murphy, Thomas W., Declining Regulation Spurs Multifamily Growth, "Legal Corner," J/F, p. 72; Management During a Boycott, "Legal Corner," M/J, p. 76; Warranty of Habitability and Tenant-Landlord Law, "Legal Corner," N/D, p. 57.
Muskopf, Bobbie, Profits from Cash Management, J/A, p. 13.

N Nierenberg, Gerard I., The Art of Negotiating, *"JPM* Interview," M/J, p. 17.

O O'Connor, Sean, Harnessing Graphics for Property Management, S/O, p. 56.
Oliver, Peter R., with J. Linn Brillman, Matching Amenities to Tenants, N/D, p. 6.

P Phillips, Janet O., Low-Cost Tenant Programs, N/D, p. 41.

R Ragland, Ty, Market Research: A Key to Planning, M/J, p. 25.
Reed, Stephen, Portable Computers: Small Boxes, Large Choices, J/A, p. 52.
Reynolds, Richard J., Changes in the Bankruptcy Law, "Legal Corner," J/A, p. 63.
Rosenburg, Robert, Starrett City: A Case Study in Integration, M/A, p. 14.
Rush, Micki, with Rick Sidor, The Open Office and Lease Negotiation, M/A, p. 11.

S Schneider, Brad L., Association Involvement Ensures Sound Financing, "Condo Corner," M/A, p. 75.
Schultz, Vernon F., Preleasing: It's Never Too Early, N/D, p. 28.
Selling, John, Selecting a Lease Index, M/J, p. 62.
Shulman, Barry, Certified Historic Rehabilitations, "Tax Corner," M/A, p. 76.
Sidor, Rick, with Micki Rush, The Open Office and Lease Negotiation, M/A, p. 11.
Sinopoli, James, New Opportunities in Tenant Telecommunications Systems, M/A, p. 22.

Snyder-Ott, Joelynn, Defusing Tenant Complaints, N/D, p. 48.
Stieglitz, Mark, Making Computers More Productive through Networking, M/J, p. 66.

T Thomas, Randolph F., A Guide to the Readaptive Use of Existing Structures, M/J, p. 20.
Tosh, Dennis S., with Ed Meek, New Television Options Can Be Profitable, M/A, p. 19.
Tutor, Ralph, K., with Bruce McComas and Tom Moorehead, Maintenance Management for Single-Family Rentals, M/J, p. 59.
Tyner, Russ, Space Planning: What Does it Really Cost?, N/D, p. 25.

V Villani, Kevin E., with Robert E. Eaton and John Kokus, Real Estate and the Economy in 1985: Playing the Waiting Game, J/F, p. 6.
Weaver, William C., Office Lessee Decision-Making: An Empirical Analysis, M/J, p. 14.
Wilson, Donald R., The Property Manager in the 1980s, "Viewpoint," J/A, p. 62.
Wulfsberg, H. James, with H. Murray Hohns, Insuring Construction Projects, "Insurance Insights," N/D, p. 67.

Y Yorke, Marianne, The Disposal of Vacant Office Space, M/A, p. 26.

ADVERTISER INDEX

Aegis Technologies: M/J, p. 32.
Allstate Insurance Co.: M/A, p. 35; M/J, p. 37; J/A, p. 45; S/O, p. 40; N/D, p. 15.
The Appraisal Institute: M/A, p. 54; M/J, p. 54.
ASC Computer Systems: J/F, p. 51; M/A, p. 31; M/J, IBC; J/A, p. 29; S/O, p. 25; N/D, p. 31.
Asphalt Consultants: M/J, p. 52.
Basic Four/MAI: J/F, p. 33; M/A, IBC; J/A, p. 40; S/O, p. 31; N/D, p. 46.
Blackmon, Mooring Steamatic: J/F, p. 44; M/A, p. 58; M/J, p. 46; J/A, p. 42; S/O, p. 72.
Capricorn Computers: S/O, p. 52; N/D, p. 62.
Richard J. Charbonneau Associates, Inc.: J/F, p. 46; M/A, p. 56; M/J, p. 38; J/A, p. 46; S/O, p. 72; N/D, p. 64.
Chemlawn: M/A, p. 45; N/D, p. 45.
Coleman Business Systems: M/J, p. 48.
The Data Workers: M/J, p. 54.
Distributed Property Management Systems: J/A, p. 42; S/O, p. 24; N/D, p. 64.
Dow Jones-Irwin: J/A, p. 26.
Duplex Products: N/D, p. 65.
Duraclean International: M/A, p. 57.
Environmental Care, Inc.: J/F, p. 44; M/A, p. 34; M/J, p. 50; J/A, p. 28; S/O, p. 26; N/D, p. 16.
Facilities Data, Inc. J/F, p. 46; M/A, p. 54; M/J, p. 38.
Fisher Pierce: M/A, p. 32.
Fluidmaster: M/A, p. 55.
Informatics/MCS: J/F, p. 38; M/A, pp. 36-37; M/J, pp. 34-35; J/A, p. 33; S/O, pp. 28-29; N/D, pp. 32-33.
Institute of Real Estate Management: J/F, OBC, p. 45; M/A, OBC, p. 56; M/J, OBC, p. 32; J/A, OBC; S/O, OBC, p. 51; N/D, OBC, p. 44.
Libra Programming: M/A, p. 43; M/J, p. 47; J/A, p. 43; S/O, p. 38; N/D, p. 17.
Management Reports: J/F, IBC; N/D, p. 62.
Marietta Drapery: N/D, p. 14.
Maytag: J/F, p. 43; M/A, pp. 47-51; J/A, p. 44; S/O, pp. 11-14.
Norcal Programming: J/F, p. 50; M/A, p. 46.
Opus Corporation: S/O, p. 54.
Pacific Bell: S/O, p. 30.
Peachtree Business Forms: S/O, p. 50; N/D, p. 47.
Project Data Systems: J/F, p. 48; M/A, p. 33; M/J, p. 45; J/A, p. 27; S/O, p. 39; N/D, p. 13.
Real Estate Software Company: J/A, IBC; S/O, IBC; N/D, IBC.
Realty Software Company: N/D, p. 16.
Republic Aluminum: S/O, p. 37.
Irving C. Rubin & Associates, Inc.: J/A, p. 46; S/O, p. 52; N/D, p. 65.
Safeguard Business Systems: J/F, p. 47; M/A, p. 44; M/J, p. 53.
St. Paul Federal Savings: J/A, p. 30.
Signet Computer Systems: M/A, p. 58.
Spectra Computer Systems: M/J, p. 48; J/A, p. 30; S/O, p. 50; N/D, p. 47.
Speed Queen Co.: J/F, p. 35; M/A, p. 38, 52; M/J, p. 49.
Systems Specialists, Inc. J/F, p. 62; M/A, p. 62; M/J, p. 64.
TenMan Systems, Inc.: J/F, p. 49; M/A, p. 53; M/J, p. 40; J/A, p. 31.
Timberline Systems, Inc.: J/F, p. 34; M/A, p. 51; M/J, p. 36; J/A, p. 34; S/O, p. 73.
Tri-Guard: M/J, p. 50.
Tru-Green: S/O, p. 53.
United Guaranty Insurance Co.: S/O, p. 24; N/D, p. 44.
Veda Information Systems: J/F, p. 37.
Web Services, Inc.: J/F, p. 36; M/A, p. 30; M/J, p. 39; J/A, p. 41; S/O, p. 71; N/D, p. 63.
Whirlpool Corporation: M/J, p. 33, 51; J/A, p. 39; S/O, p. 27; N/D, p. 34.
Yardi Systems: M/A, p. 34; M/J, p. 46; J/A, p. 28; S/O, p. 26; N/D, p. 14.